

# MISSOURI QUALITY JOBS



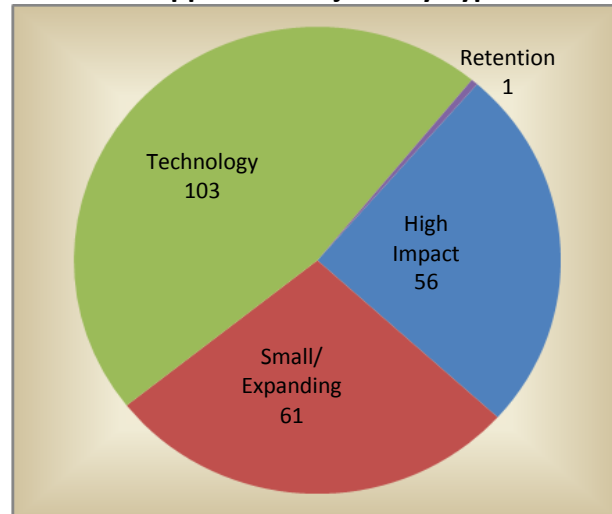
**2012 Annual Report**

# Missouri Quality Jobs Program

## Annual Report for 2012

The Missouri Quality Jobs Program was introduced and passed during the 2005 Legislative Session, effective August 28, 2005. As of the end of calendar year 2012, 220 new jobs projects (representing 189 organizations) and 1 retention project are approved and active in the program. In addition, 7 new jobs projects and 1 retention project successfully completed the applicable 3 or 5 year benefit period. During the year, 33 projects did not meet or maintain the program requirements and are no longer approved projects.

**Approved Projects by Type**



### ***Program Requirements***

The Missouri Quality Jobs Program provides benefits for companies creating a minimum number of new jobs as required for each project type. Small/expanding business projects must create a minimum of 20 new jobs in rural counties or 40 new jobs in non-rural counties within 2 years. Technology business projects, determined by the assigned NAICS and based on the business activity at the facility, must create 10 or more new jobs within 2 years. High impact projects must create at least 100 new jobs, the first new job within 1 year of approval and at least an additional 99 new jobs within 2 years of hiring of the first new job. Program eligibility requirements for new jobs include an average wage of at least the county average wage (or state average wage if the county average is higher than the state average), the employee must work an average of thirty-five hours a week at the project facility during the year and the employer must offer health insurance to all full-time employees in the state, paying at least fifty percent of the premium.

To qualify for the Retention portion of the Missouri Quality Jobs Program, companies must have a significant statewide effect on the economy, represent a substantial risk of relocation from the state and employed a minimum of one thousand full-time employees for the previous two years with the average wage at or exceeding the county average wage. Investment and job requirements at the project facility for Retention projects include that the company must cause to be invested at least \$70 million within two years or cause to be invested at least \$30 million within two years and maintain a payroll of at least \$70 million each year a tax credit is claimed. In addition, local incentives must be at least fifty percent of the new local revenue generated for ten years. In accordance with Section 620.1881.3(4)(e), RSMo, Retention projects through

the Missouri Quality Jobs Program must be approved by the Department on or before August 30, 2013.

### ***Location***

Missouri Quality Jobs Program projects have been approved statewide during the program's existence, including 159 projects in non-rural areas and 61 projects in rural areas. A "rural area" is defined in Section 620.1878(27) as "a county in Missouri with a population less than seventy-five thousand or that does not contain an individual city with a population greater than fifty thousand according to the most recent federal decennial census."

### ***Annual Benefit***

Benefits for the Missouri Quality Jobs Program may be in two forms, retained state withholding tax and/or tax credits, depending on the project type.

- Small/expanding business projects may retain the state withholding tax of new jobs for 3 years if the average wage of the new jobs equals 100-119 percent of the county average wage or 5 years if the average wage of the new jobs is at least 120 percent of the county average wage.
- Technology projects receive a base benefit of 5 percent of the new payroll for 5 years. An Average Wage Bonus (see below) may be added if requirements are met. If the retained withholdings are less than the total benefit, the balance is issued to the company in the form of a sellable/refundable state tax credit.
- High Impact projects receive a base benefit of 3 percent of the new payroll for 5 years. An Average Wage Bonus and Local Incentives Bonus (see below) may be added if requirements are met. If the retained withholdings are less than the total benefit, the balance is issued to the company in the form of a sellable/refundable state tax credit.

Average Wage Bonus – Bonus based on percentage of new job average wage to county average wage.

- Greater than 120 percent and up to 140 percent of the county average wage- company receives additional ½ percent of the payroll of new jobs.
- Greater than 140 percent of the county average wage– company receives additional 1 percent of the payroll of new jobs.

Local Incentives Bonus – Bonus based on the local incentives provided to the project as a percentage of new local tax revenue generated from the project, over ten years.

- 10-24% - company receives additional 1 percent of the payroll of new jobs.
- 25-49% - company receives additional 2 percent of the payroll of new jobs.
- 50% or more – company receives additional 3 percent of the payroll of new jobs.

### ***Net State Fiscal Impact***

The Missouri Economic Research Center has estimated the economic impact of the Missouri Quality Jobs Program using the REMI Missouri Regional Economic Model. Key findings for program impact include:

Over 15 years, every dollar in Missouri Quality Jobs Program incentives is projected to return:

- \$3.28 in new general revenues for the State of Missouri, totaling \$567.8 million over 15 years.
- \$61.54 in new personal income for Missourians, totaling \$15.3 billion over 15 years.
- \$136.91 in new value-added, equivalent to GDP, to the state economy, totaling \$34.1 billion over 15 years.

The MERIC Research Brief for projects active in 2012 is provided as part of the annual report for this program.

**Missouri Quality Jobs -- Job Creation Projects Approved in Calendar Year 2012**

<b>NOI Approvals</b>	<b>Location</b>	<b>County</b>	<b>NOI Approval Date</b>	<b>Anticipated New Jobs - Cumulative Year 5</b>	<b>Anticipated Investment - Cumulative Year 5</b>	<b>Projected Average Starting Wage</b>	<b>Authorized Withholding by Company</b>	<b>Authorized Tax Credits by Company</b>	<b>Authorized Total Benefits</b>
1914 Holding Company - NOI#3	Kansas City	Jackson	10/19/2012	50	2,950,000	60,000	521,132	0	521,132
3M Company	Springfield	Greene	12/18/2012	200	12,000,000	45,000	0	2,486,250	2,486,250
Adknowledge, Inc.	Kansas City	Jackson	1/31/2012	80	500,000	70,000	705,600	470,400	1,176,000
Affinity Group Management (AGM)	Kansas City	Platte	10/25/2012	55	1,650,000	43,680	175,217	0	175,217
Air Evac Ems Inc.	O'Fallon	St. Charles	9/4/2012	55	1,878,070	37,900	162,966	0	162,966
Analytical Bio-Chemistry Lab., Inc. - NOI#4	Columbia	Boone	1/13/2012	100	4,500,000	40,000	590,550	457,200	1,047,750
Ascent, LLC	St. Louis	St. Louis County	6/20/2012	32	4,400,000	50,000	178,200	91,800	270,000
Benjamin F Edwards & Co	St. Louis	St. Louis City	7/26/2012	88	1,012,000	50,000	528,000	0	528,000
bioMerieux, Inc.	Hazelwood	St. Louis County	8/7/2012	10	0	60,000	102,000	48,000	150,000
Blue Chair LLC	Kansas City	Jackson	10/25/2012	40	500,000	45,000	172,800	0	172,800
Brewer Science, Inc.	Rolla	Phelps	8/20/2012	65	20,000,000	57,500	539,529	412,581	952,110
Centene Corporation- NOI #3	St. Louis	St. Louis	6/29/2012	375	176,000,000	85,000	3,809,723	3,397,861	7,207,584
Cerner Corporation - Springfield NOI#1	Springfield	Greene	8/1/2012	240	0	60,000	1,938,000	1,482,000	3,420,000
Cerner Corporation - Columbia NOI#1	Columbia	Boone	9/28/2012	50	0	60,000	510,000	390,000	900,000
Climate Express, Inc.	Union	Franklin	3/19/2012	85	21,000,000	40,000	334,800	0	334,800
Co-Mo Comm, Inc.	Tipton	Moniteau	10/5/2012	20	10,958,446	45,000	124,434	108,879	233,313
Connectria Corporation	St. Louis	St. Louis	5/9/2012	27	500,000	60,000	214,200	100,800	315,000
Data Systems International, Inc.	Kansas City	Jackson	4/24/2012	150	18,404,378	105,000	3,511,993	2,341,329	5,853,322
Envision, LLC	St. Louis	St. Louis County	6/20/2012	300	350,000	80,000	2,752,800	1,711,200	4,464,000
Farmland Foods, Inc.	Kansas City	Jackson	5/3/2012	50	493,000	43,000	199,950	0	199,950
Fast Eddie Hot Rod Shop	Lamar	Barton	3/9/2012	20	50,000	25,552	36,795	0	36,795
Gallus BioPharmaceuticals, LLC - NOI#2	Berkeley	St. Louis County	3/1/2012	317	50,500,000	75,000	3,859,581	2,399,199	6,258,780
Gardner Denver, Inc.	Sedalia	Pettis	1/27/2012	124	20,055,000	39,856	760,924	944,596	1,705,520
Gateway EDI, LLC	St. Louis	St. Louis City	12/7/2012	35	31,000,000	75,000	333,000	207,000	540,000
Genesis Environmental Solutions, Inc.	Blue Springs	Jackson	2/29/2012	10	6,397,210	46,163	73,860	41,545	115,405
Genesys Industrial Corp	Kansas City	Jackson	2/29/2012	90	1,300,000	53,300	515,088	265,348	780,436
GH Tool & Mold, Inc.	Washington	Franklin	2/17/2012	100	8,500,000	60,000	712,980	0	712,980
Global Battery Solutions LLC	Crestwood	St. Louis County	10/25/2012	35	2,225,000	87,000	277,780	180,920	458,700
GO Partners Health Care	Jefferson City	Cole	3/14/2012	20	375,000	36,000	62,930	0	62,930
Hexagrid Computing, Inc.	Chesterfield	St. Louis County	7/3/2012	34	15,200,000	75,000	338,550	210,450	549,000
Hub Group Inc.	St. Louis	St. Louis County	8/17/2012	40	125,000	42,000	156,240	0	156,240
Hughes Hubbard & Reed LLP	Kansas City	Jackson	1/20/2012	60	870,000	125,000	1,398,600	0	1,398,600
Integrity Financial Partners, Inc.	St. Charles	St. Charles	3/26/2012	200	250,000	40,000	1,080,000	0	1,080,000
JMARK Business Solutions, Inc.	Springfield	Greene	6/15/2012	42	564,000	37,500	141,375	102,375	243,750
k12 ITC, Inc.	Kansas City	Platte	6/20/2012	23	1,000,000	57,269	184,978	141,455	326,433
Kemco Tool & Machine Company, Inc. - NOI #2	Kirkwood	St. Louis County	3/14/2012	35	500,000	43,000	174,798	107,134	281,932
Lammers Consulting Group Inc. DBA Tricension	Kansas City	Jackson	7/27/2012	30	30,000	70,000	288,900	192,600	481,500
Larson Binkley, Inc.	Kansas City	Jackson	10/30/2012	73	1,245,000	68,600	0	1,084,807	1,084,807
Liberty Energy (Midstates) Corp. DBA Liberty Utilities	Jackson	Cape Girardeau	8/8/2012	25	1,600,000	79,400	316,928	0	316,928
Little Hills Healthcare LLC	Weldon Spring	St. Charles	1/30/2012	40	14,500,000	37,312	133,780	0	133,780
LMI Aerosapce, Inc.	St. Charles	St. Charles	10/3/2012	111	4,379,172	71,310	971,388	647,592	1,618,980
LMV Automotive Systems	Liberty	Clay	4/24/2012	156	42,166,926	43,276	0	2,094,914	2,094,914
LockerDome, LLC	St. Louis	St. Louis city	6/20/2012	115	172,500	65,000	885,681	506,104	1,391,785
Lockton, Inc. - NOI #2	Kansas City	Jackson	5/24/2012	200	7,000,000	80,000	1,922,954	0	1,922,954

NOI Approvals	Location	County	NOI Approval Date	Anticipated New Jobs - Cumulative Year 5	Anticipated Investment - Cumulative Year 5	Projected Average Starting Wage	Authorized Withholding by Company	Authorized Tax Credits by Company	Authorized Total Benefits
Lord & Taylor LLC	St. Louis	St. Louis City	8/6/2012	177	4,000,000	70,010	2,150,791	1,732,582	3,883,373
Mallinckrodt Enterprises LLC	Hazelwood	St. Louis County	9/14/2012	175	1,000,000	100,000	3,917,550	2,611,700	6,529,250
Melton Machine & Control Company	Washington	Franklin	12/18/2012	30	4,000,000	120,000	624,960	0	624,960
Mercy Health Springfield Communities	Ozark	Greene	8/16/2012	185	91,740,000	55,848	1,659,677	1,757,306	3,416,983
Mohawk Electric LLC	Neosho	Newton	12/3/2012	24	500,000	75,000	324,675	0	324,675
Mortgage Research Center, dba Veterans United Home Loans - NOI #2	Columbia	Boone	8/21/2012	300	394,713	41,600	0	1,546,790	1,546,790
New Directions Behavioral Health, LLC	Kansas City	Jackson	10/24/2012	270	10,450,000	83,000	2,876,333	2,876,333	5,752,666
Nostrum Laboratories, Inc. - NOI#2	Kansas City	Jackson	12/10/2012	80	10,000,000	60,000	581,400	359,100	940,500
Partek Incorporated	Chesterfield	St. Louis County	10/12/2012	30	150,000	80,000	342,250	212,750	555,000
Paul Mueller Company NOI #2	Springfield	Greene	8/16/2012	289	0	36,203	1,303,355	943,809	2,247,164
Perficient, Inc.	St. Louis	St. Louis County	1/20/2012	35	1,250,000	80,000	319,680	198,720	518,400
Plaze, Inc.	St. Clair	Franklin	6/7/2012	20	3,000,000	35,360	63,391	0	63,391
Premium Waters Inc.	Riverside	Platte	8/3/2012	100	36,000,000	45,760	388,713	680,249	1,068,962
QM Power, Inc.	Lee's Summit	Jackson	6/14/2012	41	100,000	73,267	283,813	133,559	417,372
Quest Diagnostics Incorporated	Maryland Heights	St. Louis	10/2/2012	60	2,238,459	44,500	378,820	232,180	611,000
RareWire, LLC	Kansas City	Jackson	1/30/2012	20	0	62,500	212,500	131,250	343,750
Roberts Marketing Group, LLC	O'Fallon	St. Charles	8/23/2012	40	0	37,843	131,694	0	131,694
RTI Tradco	Washington	Franklin	11/30/2012	110	10,000,000	36,818	382,634	277,080	659,714
SADAR 3D, Inc.	St. Louis	St. Louis City	5/10/2012	24	749,770	85,455	188,581	88,744	277,325
Sioux Chief Manufacturing Company, Inc.	Peculiar	Cass	5/11/2012	31	4,000,000	28,941	54,872	0	54,872
Spogen Biotech Inc.	Columbia	Boone	8/16/2012	50	340,000	40,000	167,400	129,600	297,000
Sporting Innovations, LLC	Kansas City	Jackson	2/20/2012	180	40,000,000	74,000	1,598,400	1,065,600	2,664,000
Sunset Transportation, Inc.	St. Louis	St. Louis County	3/19/2012	22	400,000	46,250	108,075	66,240	174,315
Ungerboeck Systems International, Inc.- NOI #2	Dardenne Prairie	St. Charles	4/26/2012	35	1,000,000	60,000	255,000	195,000	450,000
Unified Development, Inc.	Chesterfield	St. Louis County	7/13/2012	24	900,000	84,000	342,028	212,612	554,640
Unitech Consulting, LLC dba Chameleon Integrated Services	St. Louis	St. Louis	9/21/2012	65	2,550,000	50,000	364,568	187,808	552,376
VML, Inc.	Kansas City	Clay & Jackson	2/22/2012	220	4,900,000	84,711	2,266,740	0	2,266,740
Wells Fargo & Company	St. Louis	St. Louis City	7/3/2012	400	35,000,000	59,192	0	4,972,128	4,972,128
Willbros Engineering/EPC - NOI #2	Kansas City	Jackson	1/24/2012	10	0	70,000	126,000	84,000	210,000
Total				7,054	751,763,644		53,112,904	43,319,479	96,432,383

**Quality Jobs Program  
Project Benefits through December 31, 2012**

HIGH IMPACT PROJECTS								
REQUESTOR	LOCATION	COUNTY	TOTAL PROGRAM BENEFITS (to date)	ACTUAL TAX CREDIT	ACTUAL NEW JOBS	AUTHORIZED WITHHOLDING (over 5 years)	AUTHORIZED TAX CREDIT (over 5 years)	ANTICIPATED NEW JOBS (over 5 years)
BROWN SHOE COMPANY, INC. (HEADQUARTERS)	SAINT LOUIS	ST. LOUIS	1,839,912.07	1,839,912.07	177	0.00	2,935,125.82	100
BROWN SHOE COMPANY, INC. (HEADQUARTERS)	SAINT LOUIS	ST. LOUIS	1,413,705.71	1,413,705.71	174	0.00	6,545,486.09	130
CENTENE CORPORATION	SAINT LOUIS	ST. LOUIS	7,169,775.37	2,230,313.34	337	8,254,755.50	4,032,114.00	302
DINEEQUITY, INC. (APPLEBEE'S HEADQUARTERS)	KANSAS CITY	JACKSON	393,158.33	393,158.33	250	0.00	10,142,561.33	311
ESSENCE GROUP HOLDINGS CORPORATION	MARYLAND HEIGHTS	ST. LOUIS	415,954.48	415,954.48	183	0.00	3,280,354.48	477
EXPRESS SCRIPTS, INC.	SAINT LOUIS	ST. LOUIS	18,269,573.51	3,646,926.23	688	4,732,574.00	3,834,426.23	480
EXPRESS SCRIPTS, INC.	SAINT LOUIS	ST. LOUIS	2,268,806.00	0.00	459	1,714,784.00	988,414.00	180
FURNITURE BRANDS INTERNATIONAL, INC.	SAINT LOUIS	ST. LOUIS	1,822,262.14	482,039.14	148	2,690,408.00	2,399,551.00	100
GALLUS BIOPHARMACEUTICALS, LLC	SAINT LOUIS	ST. LOUIS	1,062,413.63	294,162.63	178	5,282,471.00	4,711,392.34	192
HOLCIM (US) INC.	BLOOMSDALE	STE. GENEVIEVE	825,204.52	825,204.52	50	0.00	4,329,427.00	224
HOTELS.COM, LP (EXPEDIA, INC)	SPRINGFIELD	GREENE	562,941.00	562,941.00	494	0.00	5,631,421.00	525
IBM (INTERNATIONAL BUSINESS MACHINES CORPORATION)	COLUMBIA	BOONE	456,306.23	456,306.23	338	0.00	4,459,000.00	200
ISLE OF CAPRI CASINOS, INC.	SAINT LOUIS	ST. LOUIS	5,330,486.16	1,278,061.18	105	2,173,720.17	2,437,199.75	150
KERRY, INC.	SAINT LOUIS	ST. LOUIS	1,258,554.97	542,112.26	260	777,921.00	1,160,246.87	150
LTI TRUCKING SERVICES, INC.	SAINT LOUIS	ST. LOUIS CITY	75,541.42	0.00	101	1,092,027.00	0.00	177
MONSANTO COMPANY	SAINT LOUIS	ST. LOUIS	8,844,889.14	1,789,083.14	394	8,109,282.17	5,833,333.34	500
MORTGAGE RESEARCH CENTER, LLC (DBA VETERANS UNITED HOME LOANS)	COLUMBIA	BOONE	157,108.09	157,108.09	340	0.00	1,641,249.34	120
ORGILL, INC.	SIKESTON	SCOTT	1,090,885.49	1,090,885.49	221	0.00	2,912,859.29	221
PROENERGY HOLDINGS, PROENERGY & AFFILIATES, INC.	SEDALIA	PETTIS	1,268,704.95	1,268,704.95	155	0.00	3,312,570.90	207
PROGRESS WEST HEALTHCARE CENTER	O FALLON	ST. CHARLES	2,041,540.29	269,446.29	226	2,296,515.00	489,666.00	457
SAINT LUKE'S EAST HOSPITAL	LEES SUMMIT	JACKSON	3,512,966.76	54,879.76	461	1,100,500.00	334,504.64	170
SCHREIBER FOODS-FAIRVIEW	CARTHAGE	JASPER	1,189,993.82	804,200.82	47	211,019.00	828,919.40	110
SCOTTRADE FINANCIAL SERVICES, INC.	SAINT LOUIS	ST. LOUIS	2,035,523.00	0.00	265	2,925,376.00	2,791,102.50	500
STATE STREET BANK	KANSAS CITY	JACKSON	1,662,205.20	736,596.67	143	787,269.00	1,007,596.00	143
STATE STREET BANK	KANSAS CITY	JACKSON	1,338,214.18	615,420.35	180	1,155,515.00	1,593,478.00	180
STATE STREET BANK	KANSAS CITY	JACKSON	333,283.40	165,256.86	120	3,245,358.00	2,399,410.76	664
THE JONES FINANCIAL CO.	SAINT LOUIS	ST. LOUIS	5,184,395.21	1,429,504.21	471	6,448,160.73	3,937,500.00	800
THE JONES FINANCIAL COMPANIES	MARYLAND HEIGHTS	ST. LOUIS	1,618,949.77	316,049.77	120	6,824,985.50	316,049.77	800
Subtotal - High Impact Project Benefits			73,443,254.84	23,077,933.52	7,085	59,822,641.07	84,284,959.85	8,570
SMALL/EXPANDING PROJECTS								
REQUESTOR	LOCATION	COUNTY	TOTAL PROGRAM BENEFITS (to date)	ACTUAL TAX CREDIT	ACTUAL NEW JOBS	AUTHORIZED WITHHOLDING (over 5 years)	AUTHORIZED TAX CREDIT (over 5 years)	ANTICIPATED NEW JOBS (over 5 years)
ENERSYS, INC.(HAWKER ENERGY)	WARRENSBURG	JOHNSON	733,021.70	733,021.70	206	0.00	843,146.08	50
1914 HOLDING COMPANY/HNTB	KANSAS CITY	JACKSON	1,654,537.00	0.00	100	1,358,584.00	0.00	200
BELL VENTURES	ANDERSON	MCDONALD	139,255.64	0.00	30	65,550.00	0.00	45
KEMCO TOOL AND MACHINE COMPANY, INC. FKA AMALGAMATED INDUSTRIES	SAINT LOUIS	ST. LOUIS	635,037.87	0.00	64	654,260.00	0.00	100
KIEWIT WESTERN CO	LEES SUMMIT	JACKSON	511,304.00	0.00	59	597,406.17	0.00	40
LANDSHIRE, INC.	SAINT LOUIS	ST. LOUIS CITY	185,190.11	0.00	40	219,294.00	0.00	48
PATRIOT COAL CORPORATION	SAINT LOUIS	ST. LOUIS	3,537,909.54	0.00	89	854,106.00	0.00	65
THE COCA-COLA COMPANY (FKA TRUESDALE PACKAGING CO)	WARRENTON	WARREN	159,325.00	0.00	55	286,334.00	0.00	60
Subtotal - Small/Expanding Project Benefits			7,555,580.86	733,021.70	643	4,035,534.17	843,146.08	608

TECHNOLOGY								
REQUESTOR	LOCATION	COUNTY	TOTAL PROGRAM BENEFITS (to date)	ACTUAL TAX CREDIT	ACTUAL NEW JOBS	AUTHORIZED WITHHOLDING (over 5 years)	AUTHORIZED TAX CREDIT (over 5 years)	ANTICIPATED NEW JOBS (over 5 years)
ABC LABS (ANALYTICAL BIO-CHEMISTRY LABORATORIES, INC.)	COLUMBIA	BOONE	1,265,915.67	425,783.31	106	511,599.17	519,754.48	106
ABC LABS (ANALYTICAL BIO-CHEMISTRY LABORATORIES, INC.)	COLUMBIA	BOONE	177,593.23	48,180.23	57	613,845.00	636,580.00	140
ACCENTURE LLP (DUCK CREEK TECHNOLOGIES, INC.)	BOLIVAR	POLK	1,030,932.08	445,066.98	89	437,900.83	499,350.10	65
APPLIED FOOD BIOTECHNOLOGY, INC. (AFB INTERNATIONAL)	SAINT CHARLES	ST. CHARLES	613,060.84	71,567.84	23	409,955.84	379,346.13	43
BOEHRINGER INGELHEIM VETMEDICA, INC.	SAINT JOSEPH	ANDREW	1,056,803.43	85,209.15	85	759,365.00	710,374.00	85
BOEHRINGER INGELHEIM VETMEDICA, INC.	SAINT JOSEPH	ANDREW	1,222,942.19	188,246.19	176	387,500.00	489,846.19	40
BURNS & MCDONNELL ENGINEERING	SAINT LOUIS	ST. LOUIS	515,771.89	266,569.10	20	280,860.00	437,795.16	50
CARD COMPLIANT, LLC	KANSAS CITY	JACKSON	42,312.63	5,524.63	14	512,820.00	318,780.00	36
CARFAX, INC.	COLUMBIA	BOONE	1,055,628.21	489,438.86	71	235,788.00	518,903.26	38
GENESIS 10	KANSAS CITY	JACKSON	1,973,416.27	301,098.27	180	2,061,500.00	1,928,500.00	250
GKN AEROSPACE NORTH AMERICA, INC.	HAZELWOOD	ST. LOUIS	1,327,878.60	1,327,878.60	3	0.00	1,591,629.13	120
HARMAN BECKER AUTOMOTIVE SYSTEMS, INC (HBAS)	WASHINGTON	FRANKLIN	1,516,388.56	1,516,388.56	216	0.00	2,088,654.56	221
MASTERCARD INTERNATIONAL LLC	O FALLON	ST. CHARLES	3,158,681.26	1,106,152.27	374	2,522,113.50	2,180,260.51	123
MEDIA CONVERGENCE GROUP, INC.	COLUMBIA	BOONE	32,890.34	13,989.34	16	173,851.00	185,839.00	35
MIDWEST DATA CENTER, INC.	ROCK PORT	ATCHISON	148,552.17	55,461.17	25	49,753.00	75,711.98	22
MILLIPORE CORPORATION	SAINT CHARLES	ST. CHARLES	729,340.15	341,640.54	90	807,860.00	908,590.54	155
NETLABS, LLC	SAINT LOUIS	ST. LOUIS CITY	373,954.80	141,429.80	19	226,765.00	270,251.15	30
ONSHORE TECHNOLOGY SERVICES	MACON	MACON	174,800.25	47,751.25	40	1,286,875.00	1,527,830.00	453
SABRELINER CORPORATION	PERRYVILLE	PERRY	324,296.43	196,642.44	66	248,000.00	427,392.44	88
SAVVIS COMMUNICATIONS INC	CHESTERFIELD	ST. LOUIS	1,956,836.50	412,298.64	100	2,314,044.50	1,796,185.94	290
SEVENTH WAVE LABORATORIES, LLC	CHESTERFIELD	ST. LOUIS	464,329.00	154,066.88	38	199,950.00	215,244.09	30
SIGMA-ALDRICH CO. LLC	SAINT LOUIS	ST. LOUIS CITY	17,226.63	17,226.63	24	1,160,129.00	898,302.00	125
SPARTECH RESEARCH AND DEVELOPMENT LLC	SAINT LOUIS	ST. LOUIS	205,974.96	21,544.96	28	590,070.00	451,230.00	50
STEELVILLE MANUFACTURING CO.	STEELVILLE	CRAWFORD	209,231.81	89,150.81	33	103,976.00	170,012.00	40
STOWERS INSTITUTE FOR MEDICAL RESEARCH	KANSAS CITY	JACKSON	557,032.38	383,371.38	56	433,280.25	642,249.58	80
TELAMON CORPORATION	FENTON	ST. LOUIS	61,853.10	11,707.10	10	74,563.92	79,705.42	10
TELAMON CORPORATION	FENTON	ST. LOUIS	19,402.00	3,963.40	13	184,101.67	196,796.67	28
TETRA TECH EM, INC.	KANSAS CITY	JACKSON	651,918.26	238,384.91	41	851,598.00	796,655.50	88
ULTRAX AEROSPACE, INC.	LEES SUMMIT	JACKSON	90,165.26	13,954.81	13	190,476.00	155,844.00	19
UNGERBOECK SYSTEMS INTERNATIONAL, INC.	O FALLON	ST. CHARLES	586,682.22	141,259.22	47	213,900.00	209,640.05	30
UNISYS	SAINT LOUIS	ST. LOUIS CITY	105,441.79	105,441.79	21	0.00	3,478,045.00	300
VALENT AEROSTRUCTURES-WASHINGTON, LLC (FKA DACA MACHINE&TOOL LLC)	WASHINGTON	FRANKLIN	331,946.36	69,089.36	43	223,529.00	302,547.00	70
VIRACOR- IBT LABORATORIES, INC. (VIRACOR HOLDINGS, LLC)	LEES SUMMIT	JACKSON	413,708.23	76,087.23	84	139,500.00	162,487.23	15
WILLBROS ENGINEERS, INC.	KANSAS CITY	JACKSON	616,719.96	152,146.63	45	495,953.00	468,658.05	65
WORLD WIDE TECHNOLOGY HOLDING COMPANY, INC.	MARYLAND HEIGHTS	ST. LOUIS	1,379,534.39	808,379.39	143	456,286.00	816,441.67	90
Subtotal - Technology Project Benefits			24,409,161.85	9,772,091.67	2,409	19,157,708.68	26,535,432.83	3,430
Total - New Jobs Projects			105,407,997.55	33,583,046.89	10,137	83,015,883.92	111,663,538.76	12,608

RETENTION PROJECTS								
REQUESTOR	LOCATION	COUNTY	TOTAL PROGRAM BENEFITS (to date)	ACTUAL TAX CREDIT	ACTUAL RETAINED JOBS		AUTHORIZED TAX CREDIT (over 5 years)	
EXPRESS SCRIPTS, INC.	SAINT LOUIS	ST. LOUIS	5,000,000.00	5,000,000.00	1,072		5,000,000.00	
Subtotal - Retention Project Benefits			5,000,000.00	5,000,000.00	1,072		5,000,000.00	



## ECONOMIC IMPACT OF THE MISSOURI QUALITY JOBS PROGRAM *2005 - 2012 PROJECTS*

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The Missouri Quality Jobs Program targets three economic areas important to Missouri's future - Small and Expanding businesses, Advanced Technology companies, and High Impact projects. The Quality Jobs Program, administered by the Missouri Department of Economic Development (DED), provides benefits to a company based largely on the number of high paying jobs created. Benefits require verification of employment before incentives are issued.

Qualifying businesses are required to create a minimum number of new jobs at above average wages, offer health insurance to these new employees, and pay at least half of the health insurance premiums for these individuals. In return, qualifying employers will keep a percentage of the state withholding taxes normally paid to the state for these new employees for a set number of years. The amount of the benefit is based on the wage paid relative to the county average wage where the employer is located.

### **MQJP KEY FINDINGS**

With verified information submitted to date, the MQJP has directly generated \$2.0 billion in new investment and created 9,300 new jobs with health benefits paying an average wage of \$65,345 per year.

By 2020, assuming sustained employment levels, these projects are estimated to create 17,250 direct and spin-off jobs in Missouri based on economic impact analysis.

*Over 15 years, every dollar in MQJP incentives is projected to return:*

- \$3.28 in new general revenues for the State of Missouri, totaling \$567.8 million over 15 years.
- \$61.54 in new personal income for Missourians, totaling \$15.3 billion over 15 years.
- \$136.91 in new value-added to the state economy, totaling \$34.1 billion over 15 years.

### **Missouri Quality Jobs Program**

#### **Verified Activity through 2012 Calendar Year**

As of December 31<sup>st</sup>, 2012, there are 227 Small/Expanding, Technology and High Impact projects that DED considers active or that have been completed utilizing the Quality Jobs Program. 2 additional projects utilized the program for retained jobs. Most of these projects involve businesses engaged in professional, technical, and scientific services, manufacturing, finance and insurance, and company management and support services.

Nearly 38 percent of all projects, as of this report, have provided information that has been verified by DED staff. The remaining projects are considered active but are still within the allowed reporting period so that verified information is not yet available. Although companies have submitted notices of intent for additional jobs and investments, analysis of verified-only information produces a more conservative impact estimate that, in conjunction with research of the entire program also included in this report, provides a range of impact estimates useful in understanding the MQJ program.

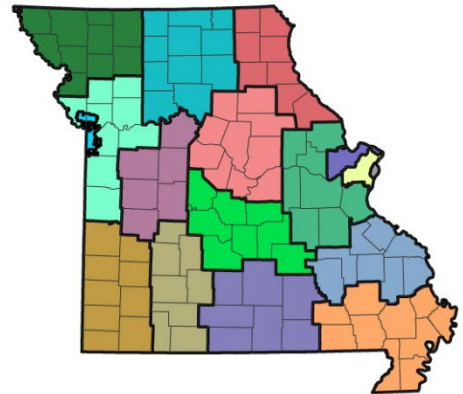
Using only verified information, which assumes no additional job growth or investments in the future, the direct impact of these businesses is \$2.0 billion in new investment and 9,300 direct new jobs with health benefits paying an average wage of \$65,345 per year in Missouri. Incentives for these projects cost the state \$244.9 million in general revenue.

## **ESTIMATED ECONOMIC IMPACT**

The economic impact of the Missouri Quality Jobs Program is estimated using the Regional Economic Models, Inc. (REMI) Policy Insight model which the state has used for over a decade to assess business development projects. The REMI model follows the expected flow of income that moves around an economy through the primary relationships between businesses and consumers. Models such as REMI take into account the typical purchases made by companies to produce products or services, where those companies are, and how workers spend the income that is made. The model follows these spending patterns within the economy to understand the larger impacts that circulate within a region and what income leaks out due to imports.

The REMI economic model is updated annually with federal data from the Bureau of Economic Analysis, Bureau of Labor Statistics, Census Bureau, and other agencies. DED also calibrates the fiscal component of the model each year with Missouri Office of Administration budget figures to provide better state tax estimates. The model analyzes impacts over a long period of time and takes into account expected changes, such as the migration of some new workers into the state, which can add costs for public services.

**REMI Economic Regions**

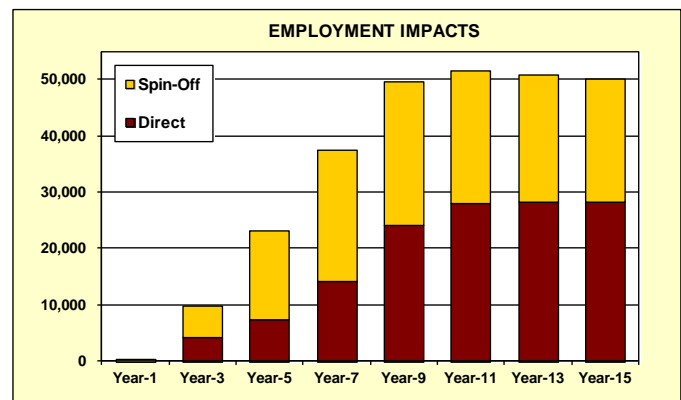
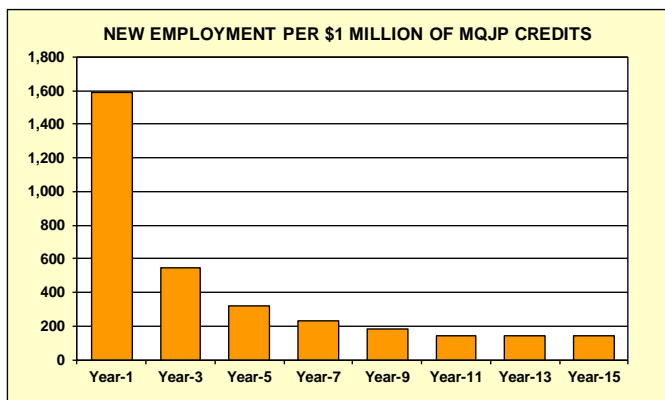


Although the first page of this report provides a summary of economic impacts from verified projects only, it is necessary to use data from a mixture of verified and anticipated project activity to analyze the entire program's expected impact. The economic and fiscal benefits provided in the remainder of this report are reflective of the available verified, as well as anticipated, company information known to DED as of the end of 2012.

## **Economic Benefits based on All MQJ Projects thru Calendar Year 2012**

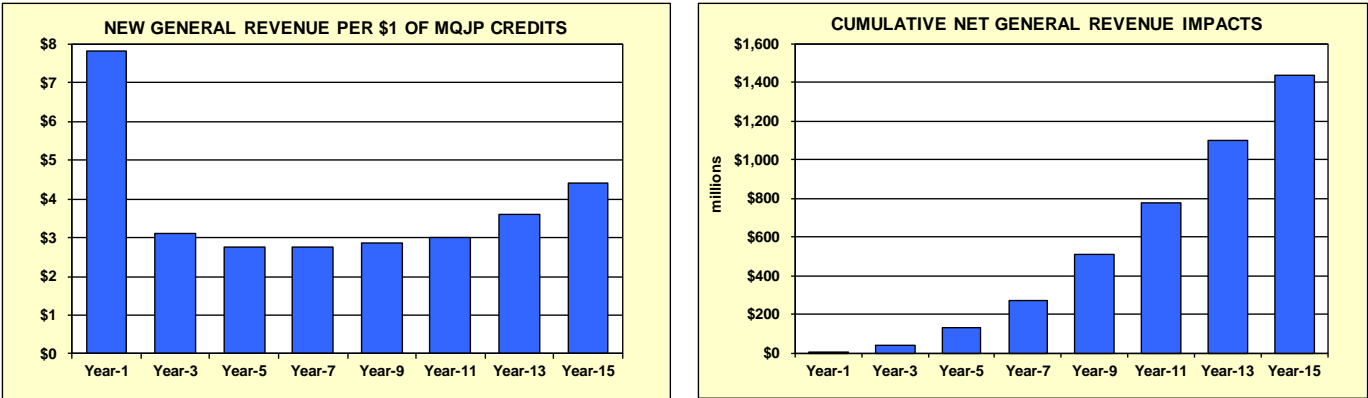
### **Employment**

At full operation in 2020, every one million dollars of state tax credits invested in the Quality Jobs Program is projected to create an average of 118 direct and indirect jobs in Missouri. Given current projects to date, by 2020 the program is projected to create roughly 50,096 direct and indirect jobs in Missouri paying an average wage of \$51,226.



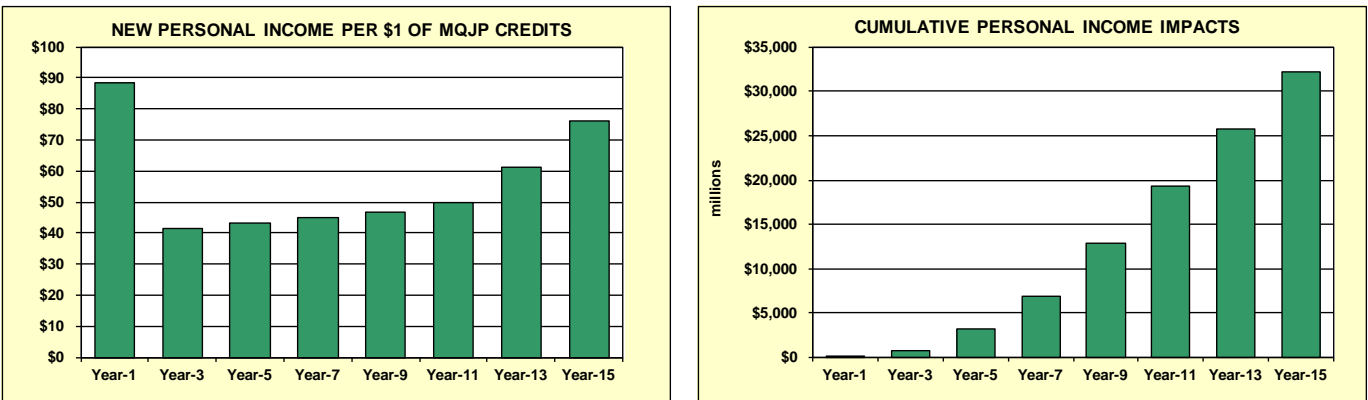
General Revenues

Over 15 years, every dollar of state tax credits invested in the Quality Jobs Program is projected to return \$4.41 in general revenue to the State of Missouri. Given current projects to date, this is projected to generate \$1.44 billion in new cumulative net state general revenues over 15 years, which averages to \$96 million annually in new general revenues.



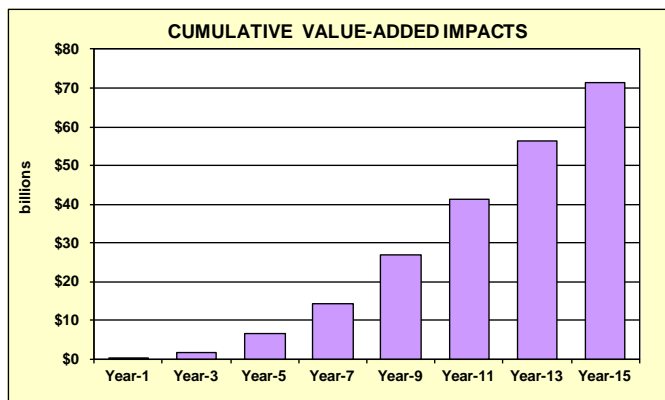
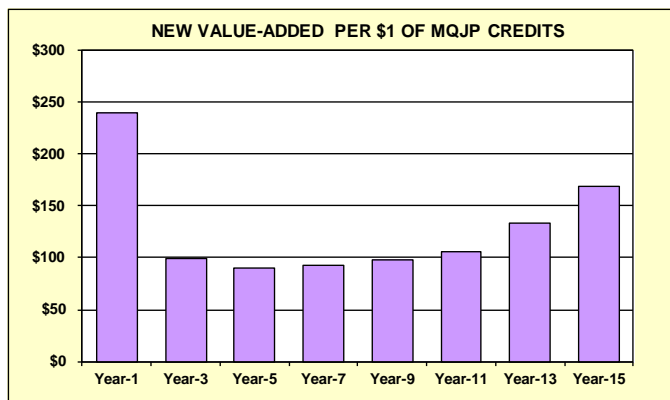
Personal Income

Over 15 years, every dollar of state tax credits invested in the Quality Jobs Program is projected to return \$76.34 in personal income to Missourians. Given current projects to date, this is projected to generate \$32.26 billion in new cumulative personal income over 15 years, which averages to \$2.15 billion in new personal income annually.



## Value-Added

Value-added is equal to total economic activity, excluding goods and services used as inputs, in the production process. Value-added is used to pay compensation, taxes, capital, and profits and is equivalent to Gross Domestic Product. Using this measure, every dollar of state tax credits invested in the Quality Jobs Program is projected to return \$169.22 in new value-added to the state's economy. Given current projects to date, this is projected to generate \$71.50 billion in new value-added over 15 years, which averages to \$4.77 billion in value-added annually.



*All projections of the future state of Missouri's economy carry some degree of uncertainty given unforeseen circumstances, changing business plans, and fluctuating business cycles. The modeling scenario in this analysis assumes that companies taking advantage of MQJ implement their corporate investment and expansion plans as set forth in their Notices of Intent. Each year the annual report is updated with the latest available information and will reflect any changes that have occurred in the prior year. Having the most current information provides the best estimate of overall program impacts but does mean that past reports will not reflect these later revisions. As the Quality Jobs Program is designed to only provide incentives once information is verified, the state is able to adjust benefits to companies based on actual performance.*

March 2013

MISSOURI ECONOMIC RESEARCH AND INFORMATION CENTER  
MISSOURI DEPARTMENT OF ECONOMIC DEVELOPMENT

